Dealers face wide range of decisions in estate planning

WILMINGTON, Del. — Through careful planning, the successful owner of an automobile dealership can pass on to his or her heirs the rewards of years of labor and creativity.

The dealership owner must first decide if keeping the business in the family is the wisest decision from a financial standpoint, according to Gregory S. Lefever, former senior trust officer of Wilmington Trust Co., Wilmington, Del.

If so, the business owner must formulate a plan that ultimately transfers ownership of the business to younger-generation beneficiaries. Both decisions require careful evaluation of alternative tax consequences.

Often, the owner's family is best served by examining the opportunities for selling the automobile dealership, Lefever said. That is especially true when the proceeds of the sale, if invested more diversely, are likely to generate greater income than the dealership itself.

Second, if the real value of the automobile dealership depends on the present owner's talents, expertise and contacts, replacing him may prove difficult. If no one in the family is found to be acceptable, an outside search may be necessary or someone within the firm will have to be groomed and appropriate compensation provided.

Also to be considered, Lefever said, is the possible negative impact of the owner's death or retirement on the dealership's operations. It might mean, for example, a loss of key customers, increased difficulty in obtaining credit and bank financing and reduced productivity due to the inexperience of successor management.

An example, Lefever discussed the case of the hypothetical John Jones, 55, sole owner of Jones Motors, which he founded 25 years ago. After years of marginal profitability, Jones Motors achieved phenomenal success in the last seven or eight years, with enormous growth in sales, income and profits.

Although most of that success can be attributed to Jones himself, the dealership has benefited from a loyal, hard-working management team.

Jones is married and has three adult children, only one of whom works with him and hopes to succeed him.

Jones has an estate worth $3.8 million, of which $2.7 million is Jones Motors stock. If Jones retires or dies, is he or his estate able to make up from other sources the loss of income to himself and his family?

Lefever said that if Jones dies before his wife, available credits and deductions, including the unlimited marital deduction, enable him to eliminate completely federal estate taxes on his estate.

Not so, however, for his spouse's estate. Her gross estate will be $3.8 million, and her federal tax liability will be $1,483,000. Clearly, the business itself will have to provide much of the cash to satisfy that liability, Lefever said, and that prospect could threaten the continued operation of the business.

Lefever said there is a question of timing: Should a business interest be transferred during one's lifetime or at death and, if the former, by gift or by sale?

In tax planning, each decision has its good and bad points, Lefever said.

Lifetime transfers lessen the owner's control of the assets of the business. If the transfer is by gift, the donor may incur substantial gift tax liability, requiring him to devote separate liquid assets to the tax payment.

Furthermore, for income tax purposes, the gift will carry over to the recipient the donor's predictably low tax basis. On the other hand, if the lifetime transfer is by sale, the owner himself might incur a significant income tax liability on the realized gain.

In contrast, Lefever said, by deferring the transfer until death, the owner retains full control during his lifetime. Tax liability is deferred, and a transfer at death enables the beneficiary to take advantage of a stepped-up-basis, equal to the fair market value at death for income tax purposes.

But a transfer at death also has disadvantages. Retaining the business interest until then tends to increase the taxable estate because all appreciation in value will be included in the meantime.

In contrast, a lifetime gift of the business interest removes from the owner's taxable estate the present value of the gift, any appreciation in value occurring between the date of the gift and the date of death and the amount of any gift taxes paid by the donor, assuming he or she lives three years beyond the date of the gift.

Additionally, retaining the entire business interest through one's lifetime is far more abrupt. Family members, employees, creditors, customers and lending institutions can all become uneasy about the outcome, Lefever said.

He said there is ample evidence that a lifetime pattern of gifts and/or sales assures a gradual and, indeed, smoother transition of ownership from one generation to the next.

According to Lefever, the solution is planning — the business owner should consider the future disposition of his business interest as a part of his present business plan. He said the value of the business interest can best be preserved, if not enhanced, by thoughtful responses to these questions:

- What impact will my death have on my business interest?
- What family members and key employees are available to provide adequate management of my business in my absence?
- How can I insure that my estate as a whole is capable of meeting the cash needs necessary to settle my estate and, afterwards, provide for the needs of my family?
- How can I structure the transfer of my business, whether by sale, gift or otherwise, to achieve the optimum tax results?

100% hike in gas-guzzler tax proposed

WASHINGTON — New York Sens. Daniel Patrick Moynihan, Democrat, and Alfonse D'Amato, Republican, have reintroduced a bill that would double federal taxes on gas-guzzling automobiles.

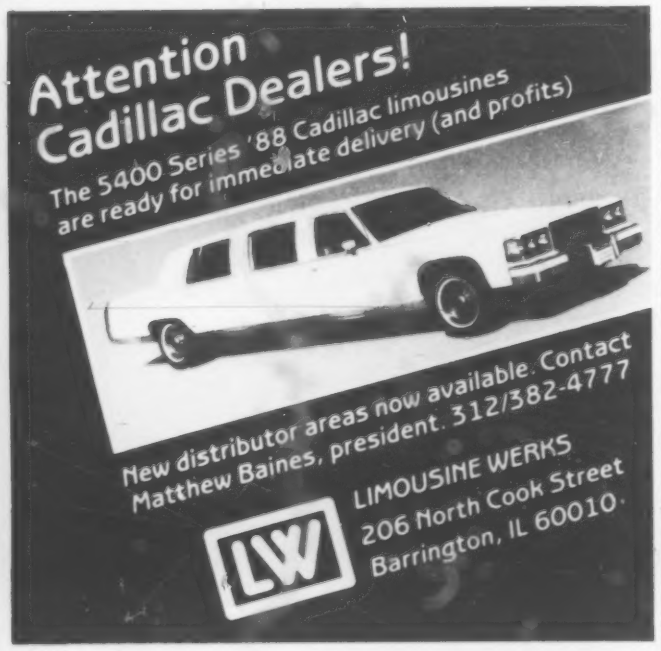
A similar measure was pushed in 1987 by the New York congressional delegation as a way to raise mass-transit funds. This year, D'Amato and Moynihan hope to attach their proposal to a Technical Corrections Bill of the 1986 Tax Reform Act. That measure will be considered later this year.

Automakers currently subject to the gas-guzzler tax include Aston Martin, BMW, Mercedes-Benz, Ferrari, Jaguar, Porsche, Volvo and Lamborghini.

1988 CARS SUBJECT TO GAS GUZZLER TAX

MAKE	MODEL	MPG	COST	CURRENT TAX
Aston Martin	Saloon, Vantage, Volante	11.0	$110,000	$3,850
Aston Martin	Lagonda	11.0	167,000	3,850
BMW	528	21.7	33,000	500
BMW	535	20.1	39,000	850
BMW	735	19.0	55,000	1,050
BMW	750	16.4	70,000	1,500
Mercedes-Benz	300-TE	21.3	46,980	650
Mercedes-Benz	300-SEL	20.8	52,650	650
Mercedes-Benz	420-SEL	18.9	58,150	1,050
Mercedes-Benz	560-SL	17.6	61,130	1,300
Mercedes-Benz	560-SEL	17.1	68,660	1,500
Mercedes-Benz	560-SEC	17.1	75,850	1,500
Ferrari	328-GTS, GTB	17.3	74,961	1,500
Ferrari	3.2 Mondial, Cabriolet	17.3	79,400	1,500
Ferrari	Testarosa	13.5	121,500	2,700
Jaguar	XJ-S	16.7	44,950	1,500
Jaguar	XJ-SC	16.7	58,865	1,500
Porsche	911 Turbo	21.7	64,000	500
Porsche	928 S4	20.8	65,400	650
Volvo	740	21.2	23,000	650
Volvo	760	21.2	32,000	650
Volvo	780	21.2	38,000	650
Lamborghini	Countach	8.8	138,850	3,850

The existing federal excise tax on a new car purchase is currently based on a sliding scale from $500 for those with an EPA rating of less than 22.5 mpg to $3,850 for an EPA rating of less than 11.5 mpg. Emergency vehicles, trucks, and off-road vehicles are excluded.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LeMANS:

New Pontiac coupe has peppier engine

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

PONTIAC, Mich. — Pontiac has introduced a sporty version of the subcompact LeMans with a larger and peppier engine.

The LeMans GSE coupe is based on a concept car that traveled the auto show circuit a year ago.

The car will be priced between $8,000 and $10,000. A firm price is to be announced during this week's Chicago Auto Show. Other LeMans coupes carry stickers of $6,399 and $7,699. Four-door models are $8,149 and $8,999.

The GSE coupe is equipped with a 2-liter, four-cylinder engine with electronic fuel injection and a standard five-speed manual transmission. A three-speed automatic transmission is optional.

The engine is rated at 95 horsepower at 4,800 rpm. It does 0 to 60 mph in about 9.5 seconds, according to Pontiac. Top speed is 114 mph.

The other LeMans models have a 1.6-liter, 74-hp engine. Performance numbers are 0 to 60 mph in just under 13 seconds with the five-speed manual transmission and about 15 seconds with the automatic transmission, Pontiac said.

GSE aero package features front air dam and rocker panel extensions

The LeMans GSE is available in white, red and silver and features an aero package that consists of an integrated front air dam, rocker panel extensions and rear deck spoiler.

The car is designed to compete against the Ford Escort GT, Volkswagen Golf GT, Dodge Colt DL Turbo, Toyota Corolla FX-16, Chevrolet Spectrum Turbo and Chevrolet Sprint Turbo.

Pontiac expects the LeMans GSE to be favored more by men than by women. The division also predicts that buyers will be more affluent and better educated than buyers of other LeMans models.

However, Pontiac said the LeMans GSE buyer probably cannot afford to purchase a larger, more expensive sports car such as the Toyota MR2, Mazda RX-7, Subaru XT or 16-valve Volkswagen GTI.

The LeMans is based on the Opel Kadett and is built for Pontiac in South Korea by Daewoo Motor Co. Pontiac introduced the LeMans late last spring and has sold about 33,000 cars.

Bad news for GM workers: No profit sharing for 1987

DETROIT — In a letter mailed last week, General Motors broke the bad news its hourly employees had been expecting: They will receive no profit-sharing checks.

Profit sharing, under the GM-UAW contract, was to be calculated on a formula based on pretax earnings from the automaker's U.S. operations in 1987. Though GM said those operations produced "a nominal profit," it was not enough to generate a payout under the profit-sharing formula, employees were told.

The letter to workers discussed GM's efforts to cut costs and its investments in plants to make GM more effective.

"In the current competitive climate," the letter said, "we think jobs are more important than profit sharing. Accordingly, short-term alternatives to boost profits have not been pursued at the expense of GM's long-term success. The goal is to provide both jobs and profit sharing in the future."

The letter told workers that GM's financial performance is expected to improve in the future because of investments and cost-cutting actions taken in the past few years.

"GM is a strong competitor, and we look forward to the day when we again can distribute a healthy profit-sharing payout to each of you," the letter concluded.

In addition, the letter noted, the profit-sharing formula was revised in the contract negotiated between GM and the UAW last fall.

However, Donald Ephlin, UAW vice president who directs the GM department, said the new formula still would not have provided a payout if it had been in effect during 1987. The new formula, which is identical to Ford's formula, became effective at the start of 1988 and is based on the ratio of profits to sales in GM's U.S. operations.

Ephlin said GM's continued low earnings from domestic operations in 1987 are "obviously a source of great concern and a signal to everyone that continued effort is needed to turn things around at GM."

"We believe GM will turn the corner in its vehicle business, hopefully starting this year," Ephlin said. "When that happens, our members at GM will receive their fair share of the profits through the enhanced profit-sharing formula negotiated last year."

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AUCTION DATES

Chrysler Motors

Feb. 16 — American Auto Auction, Walpole, Mass.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Golden Gate Auto Auction, Fremont, Calif.; and Hatfield Auto Auction, Hatfield, Pa.

Feb. 17 — Southwest Auto Auction, Phoenix, Ariz.; Butler Auto Auction, Gibsonia, Pa.; A.D.E. of Birmingham, Birmingham, Ala.; Minneapolis Auto Auction, Plymouth, Minn.; and Denver Auto Auction, Aurora, Colo.

Feb. 18 — Clanton's Auto Auction, Darlington, S.C., and Northway Exchange, Clifton Park, N.Y.

Feb. 19 — Manheim Auto Auction, Manheim, Pa.

Feb. 23 — Florida Auto Auction of Orlando, Ocoee, Fla.; Aptco Auto Auction, Taylor, Mich.; Riverside Auto Auction, Riverside, Calif.; Arena Auto Auction, Chicago; Hatfield Auto Auction, Hatfield, Pa.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

Feb. 24 — Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, Ohio; and Nashville Auto Auction, Nashville, Tenn.

General Motors

Feb. 16 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

Feb. 17 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; Omaha Auto Auction, Omaha, Neb.; Mississippi Auto Auction, Hattiesburg, Miss.; and Southern California Auto Auction, Fontana, Calif.

Feb. 18 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

Feb. 19 — Ohio Auto Auction, Grove City, Ohio

Feb. 23 — Florida Auto Auction of Orlando, Ocoee, Fla., and Harrisonburg Auto Auction, Harrisonburg, Va.

Feb. 24 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Ford Motor Co.

Feb. 17 — Lakeland Auto Auction, Lakeland, Fla., and Southern California Auto Auction, Fontana, Calif.

Feb. 18 — Albuquerque Auto Auction, Albuquerque, N.M.; Denver Auto Auction, Aurora, Colo.; Aptco Auto Auction, Taylor, Mich.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

Feb. 19 — Interstate Auto Auction, Mercer, Pa.

Feb. 23 — South Seattle Auto Auction, Kent, Wash.

Feb. 24 — Columbus Fair Auto Auction, Obetz, Ohio; Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; Salt Lake Auto Auction, Salt Lake City

Used Car Sales
Auction Averages

February 1988	$5,143
Month ago	$4,379
Year ago	$5,742

Model Breakdown
Auction Averages

	FEB 1988	JAN 1988	DEC 1987
1988	$11,054	$8,839	
1987	$8,453	$8,435	$10,146
1986	$6,773	$6,516	$8,322
1985	$5,583	$5,501	$7,127
1984	$4,368	$4,349	$5,640
1983	$3,524	$3,362	$4,791
1982	$2,371	$2,303	$3,441
1981	$1,841	$1,926	$2,516
Overall Average	$5,143	$4,841	$5,898

CAFE

FROM PAGE 3

omy projections, Sam Leonard, GM's director of emissions, environmental activity staff, said that in addition to the Quad 4 engine, the new GM10 cars will contribute to the 27.3 mpg figure.

He said the new models have a drag coefficient 24 percent less than similar-sized GM cars and that all models will be equipped with fuel-efficient four-speed overdrive automatic or five-speed manual transmissions. He also cited fuel-economy improvements in the company's 3.8-liter V-6 engine.

Donald R. Buist, director of Ford's automotive emissions and fuel economy office, pegged that company's 1988 CAFE at 26.3 mpg — only 0.3 mpg higher than the standard and down 0.5 mpg from last year.

Although Ford's explanation for the decrease in fuel economy is for the most part filed in confidentiality with NHTSA, Buist's letter said the "major factors result from the mid-year introduction of the 1988 Town Car and a reduction in sales of domestic compact vehicles." The Town Car was introduced in early 1987 as a 1988 model and therefore counts against the new estimate.

But Buist went on to say that if certain "opportunities and potential risks" materialize (known to NHTSA but not to the public since they are in a confidential attachment), Ford's domestic CAFE projection may improve to somewhere between 26.4 and 26.6 mpg.

Ford's estimates include an EPA test-procedure adjustment that GM is not eligible to use. GM's request to use the adjustment procedure is in litigation. Ford also receives an exemption for its 5.8-liter engine, a V-8 for emergency and police vehicles.

Buist also told NHTSA it is filing Aston Martin Lagonda's pre-model-year report separately.

Ford said it has not provided loaded-vehicle-weight data because it is not readily available in the company's computer system. In 1982, Ford asked NHTSA to delete loaded-vehicle test-weight information from fuel-economy calculations. Although NHTSA has not yet acted, Ford said its understanding is that NHTSA will eventually delete that reporting requirement.

Captive import fuel-economy averages for 1988 are projected at 38.1 mpg for GM, 36.8 mpg for Ford and 31.0 mpg for Chrysler.

Ford's captive-import estimate is up 13 mpg over 1987 as a result of the addition of the Mexican-built Mercury Tracer and Korean-built Ford Festiva.

The high import average, compared with a drop in domestic-model CAFE, gives credence to recent rumors that Ford is considering moving larger cars, like its Crown Victoria, from the domestic to the import fleet. To do so, it would have to either move production abroad or source enough foreign parts to reclassify the vehicle.

GM projects its two-wheel-drive light-truck gas mileage at 21.2 mpg, which is slightly above the 21.0 mpg NHTSA standard. Its 4wd light-truck fuel economy is estimated at 18.4 mpg, well below the NHTSA standard of 19.5 mpg. Its combined light-truck average fuel economy is projected at 20.2 mpg, just below the alternative combined standard of 20.5 mpg.

GM told NHTSA it expects to offset its shortfall in light-truck fuel economy with CAFE credits earned in earlier years.

Leonard said that GM's new trucks — Chevrolet and GMC 2wd C series and 4wd K series — are more fuel efficient than the vehicles they replaced largely because of a reduction in the aerodynamic drag coefficient.

Buist, in the Ford letter to NHTSA, projected the company's combined domestic light-truck fleet average at 20.3 mpg, somewhat below the required 20.5 mpg.

Ford explained that its domestic combined light fleet projection includes a 0.15-mpg decrease associated with recent sales trends, a 0.05-mpg potential gain with additional tests and a 0.27-mpg increase with other recovery programs. If those occur, Ford said, the shortfall can be offset by using some of the 1986 carryforward credits.

Among imports, Mercedes-Benz projects 1988 fuel economy of 21.3 mpg, significantly below the 26-mpg standard. Mercedes-Benz of North America has a petition pending before NHTSA seeking retroactive relief for both the 1984 and 1985 model years.

Mercedes-Benz in 1984 had a shortfall of $3,115,280, which it wiped out by using credits remaining from the 1981 model year. In 1985, Mercedes faced penalties of $17,989,530 and used credits of $12,480,130 from the 1982 and 1983 model years to reduce the amount to $5,509,400. In 1986, Mercedes-Benz posted a shortfall of $20,214,700.

Mercedes' mid-model-year estimate for 1987 was 22.3 mpg; 1986's final figure was 21.3 mpg.

Mercedes isn't the only European manufacturer with estimates below the 26-mpg standard. Also included are Aston Martin, 10.9 mpg; BMW, 21.8; Ferrari, 16.2; Jaguar, 21.6; and Porsche, 24.8.

The impact of Japanese imports moving to bigger luxury cars is also reflected in the projected 1988 fuel-economy figures. Mazda, which has introduced its 929 luxury model, estimates a 1988 CAFE figure of 27 mpg, down 2 mpg from 1987. Likewise, Mitsubishi, which has added a V-6 engine to its Galant, expects its 1988 average to be 29.8 mpg, down from 31.2.

LIGHT TRUCK CAFE FIGURES

	1987	1988*
Chrysler (domestic)	21.0	21.6
Chrysler (import)	22.2	22.8
Ford (domestic)	20.4	20.3
Ford (import)	26.1	25.4
General Motors (4x2)	20.5	21.1
General Motors (4x4)	18.7	18.4
Isuzu (4x2)	30.5	25.9
Isuzu (4x4)	22.3	20.0
Mazda	26.5	24.8
Mitsubishi (4x2)	26.2	26.7
Mitsubishi (4x4)	22.1	21.7
Nissan	23.4	22.8
Range Rover	16.4	16.7
Subaru	27.6	29.9
Suzuki	33.1	33.1
Toyota (4x2)	27.6	26.1
Toyota (4x4)	23.8	23.0
Volkswagen	18.9	20.5

The corporate average fuel economy standard for both years was 20.5-21 MPG for trucks and 19.5 MPG for 4x4 vehicles.
*Estimate.

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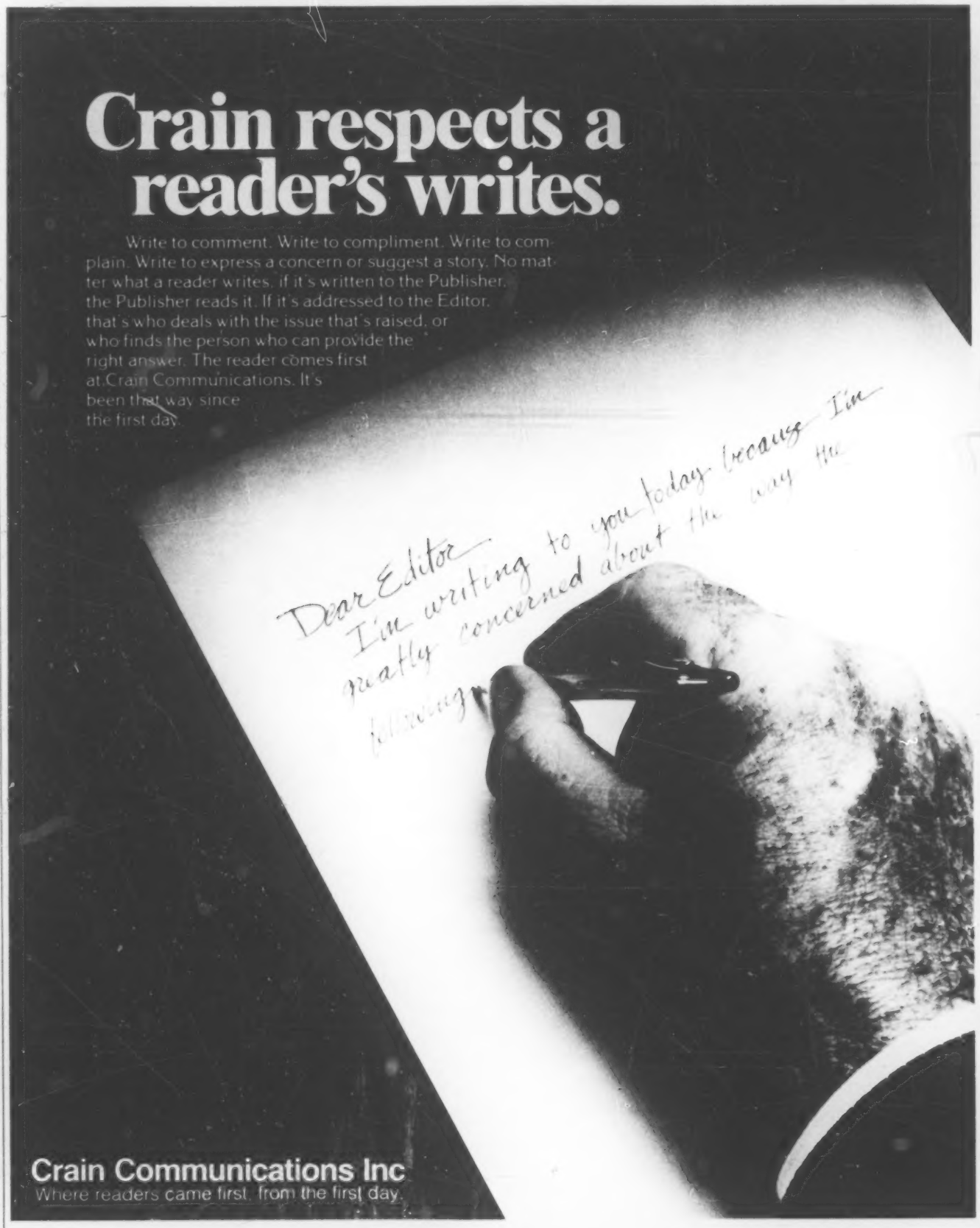

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DOMESTIC DAYS' SUPPLIES

	Feb. 1, 1988	Jan. 1, 1988	Feb. 1, 1987
Alliance	119	102	202
Eagle	58	69	96
Premier	167	—	—
Total Eagle	137	171	198
Horizon	63	49	94
Sundance	98	80	101
Turismo	143	127	295
Reliant	94	90	115
Caravelle	72	80	130
Gran Fury	80	126	154
Total Plymouth	86	80	119
Laser	—	—	186
LeBaron K	159	134	107
LeBaron J	132	119	106
LeBaron GTS	176	144	167
Fifth Avenue	96	92	133
New Yorker C	87	49	—
New Yorker E	140	164	223
Total Chrysler	124	106	147
Omni	76	52	86
Shadow	88	83	92
Charger	164	124	263
Daytona	73	110	192
Aries	99	96	109
Lancer	209	163	149
Diplomat	148	156	123
Dynasty	73	60	—
Dodge 600	70	52	142
Total Dodge	91	91	123
CHRYSLER MTRS.	101	94	127
Escort	86	84	131
Mustang	84	81	78
Tempo	46	44	118
Taurus	64	61	80
Thunderbird	82	69	76
Crown Victoria	59	63	105
Total Ford Div.	69	69	99
Lynx	86	95	153
Topaz	55	58	130
Sable	63	67	120
Cougar	104	112	103
Grand Marquis	52	48	87
Total Mercury	72	74	113
Continental	26	23	71
Lincoln	62	53	62
Mark VII	74	60	80
Total Lincoln	70	50	66
Total L-M Divison	71	66	89
FORD MOTOR CO.	70	68	99
Skyhawk	169	117	247
Somerset Regal	114	150	190
Century	73	97	110
Regal	74	60	159
LeSabre	72	91	114
Reatta	67	—	—
Electra	54	53	106
Riviera	60	110	63
Total Buick	75	84	130
Cimarron	145	132	165
Allante	203	196	—
Seville	66	53	54
Cadillac	83	84	104
Eldorado	61	59	55
Total Cadillac	83	75	93
Chevette	146	83	51
Nova	208	275	188
Cavalier	75	46	100
Camaro	166	136	146
Celebrity	95	96	94
Corsica/Beretta	108	145	—
Monte Carlo	191	179	153
Chevrolet	102	73	103
Corvette	141	96	135
Total Chevrolet	110	100	113
Firenza	92	87	184
Calais	89	107	107
Cutlass Ciera	46	66	81
Cutlass Supreme	89	144	131
Olds 88	67	101	103
Olds 98	60	61	139
Toronado	68	87	120
Total Oldsmobile	66	86	105
Fiero	124	175	200
1000	50	60	116
Sunbird	84	82	122
Firebird	116	103	142
Grand Am	59	60	46
6000	51	77	96
Gr. Prix/Bonn. G	126	45	222
Bonneville H	57	78	—
Paris./Safari	63	85	135
Total Pontiac	67	84	102
GENERAL MTRS.	84	91	110
HONDA	17	9	7
MAZDA	52	51	—
NISSAN	75	62	92
TOYOTA	22	18	136
VOLKSWAGEN	147	145	178
DOM. TOTAL	79	79	105
Subcompact	64	53	—
Compact	66	67	—
Intermediate	67	92	—
Standard	72	74	—
Specialty	133	136	—

IMPORT DAYS' SUPPLIES

	Feb. 1, 1988	Jan. 1, 1988	Feb. 1, 1987
Chevrolet	108	141	134
Chrysler/Mitsubishi	180	174	131
Acura	18	24	54
Daihatsu	45	—	—
Honda	15	13	6
Isuzu	186	71	157
Mazda	57	58	74
Mitsubishi	107	106	127
Nissan	133	125	79
Subaru	63	65	74
Toyota	26	19	38
JAPAN	71	54	65
Audi	133	182	236
BMW	60	67	54
Mercedes-Benz	32	38	32
Merkur	164	172	180
Porsche	139	133	61
VW	75	96	157
GERMANY	79	87	100
Alfa Romeo	77	82	90
Festiva	121	134	—
Hyundai	41	41	29
Jaguar	40	23	419
Peugeot	129	58	66
Pontiac	152	159	—
Eagle/Renault	64	133	—
Saab	60	74	47
Sterling	91	86	—
Volvo	72	104	28
Yugo	140	130	50
Other Countries	73	61	44
Total Import Cars	72	61	65
Isuzu	92	145	115
Mazda	66	67	76
Mitsubishi	65	67	78
Nissan*	89	96	109
Range Rover	34	18	—
Suzuki	63	57	31
Toyota	36	31	67
Chrysler	144	142	126
Total Imp. Trucks	73	76	85
Total Imp. Vehicles	72	73	70

*Includes domestic trucks.

Domestic inventories hold steady

U.S. stocks remain at 79 days; import-car supply rises to 72

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

Domestic-car inventories remained stable in January but showed a dramatic decline compared to Feb. 1, 1987.

The number of domestic cars in stock was 1,676,858 on Feb. 1, the equivalent of a 79-day supply. One month earlier, the stockpile was 1,682,600 units, also a 79-day supply. The year-ago unit count was 1,734,299 cars, or a 105-day supply.

Meanwhile, the unit count of imported cars in inventory fell, but the sales rate fell faster during January, resulting in a higher days-supply figure on Feb. 1 than on Jan. 1.

The import-car supply on Feb. 1 was 661,940 units, or a 72-day supply. On Jan. 1, the count was 677,306, or a 61-day supply. On Feb. 1, 1987, the inventory was 471,547, a 62-day supply.

Inventories of imported light trucks held relatively steady during January. On Feb. 1, there were 184,158 trucks, or a 73-day supply, compared to 185,183, or a 70-day supply, on Jan. 1. Truck inventories a year ago were 677,679, or a 68-day supply.

All inventory numbers include vehicles on dealer lots and in transit in this country; import numbers include port inventories, while domestic inventories include factory supplies. The truck figures include Nissans built in the United States.

Each of the Big 3 domestic automakers trimmed its unit count during January.

The domestic inventory was split this way on Feb. 1: General Motors, 52.86 percent; Ford Motor Co., 26.69 percent; Chrysler Motors, 17.15 percent; Volkswagen, 1.12 percent; Nissan, 0.91 percent; Honda, 0.88 percent; Toyota, 0.23 percent; and Mazda, 0.16 percent.

On Jan. 1, the split was: GM, 54.76 percent; Ford, 24.74 percent; Chrysler, 17.54 percent; Volkswagen, 1.16 percent; Nissan, 0.78 percent; Honda, 0.61 percent; Toyota, 0.29 percent; and Mazda, 0.12 percent.

The domestic inventory split by size class this month was: subcompact, 12.60 percent; compact, 24.02 percent; intermediate, 42.92 percent; standard, 19.16 percent; and specialty, 1.30 percent.

One month ago, it was: subcompact, 11.33 percent; compact, 23.87 percent; intermediate, 44.21 percent; standard, 19.18 percent; and specialty, 1.41 percent.

Stocks of import vehicles — both cars and trucks — were reduced to 846,098 units on Feb. 1 from 862,489 a month earlier. However, because of a slower selling rate, the Feb. 1 inventory translated into a 72-day supply, up from a 63-day supply the previous month.

The import-car inventory by country of origin was split like this on Feb. 1: Japan, 65.94 percent; Germany, 11.86 percent; and other countries, 22.20 percent. A month earlier, it was split: Japan, 65.48 percent; Germany, 14.79 percent; and other countries, 19.73 percent.

Daihatsu reported inventory figures for the first time this month, a 45-day supply.

All figures are based on 25 selling days in January and 26 selling days in December.

IMPORT SALES BY MODEL

	Jan. 1988	Jan. 1987	1 Mo., 1988	1 Mo., 1987
ACURA	9,037	5,667	9,037	5,667
Integra	4,112	3,533	4,112	3,533
Legend	4,925	2,134	4,925	2,134
ALFA ROMEO	241	511	241	511
GTV-6	3	9	3	9
Milano	113	217	113	217
Spider	125	285	125	285
AUDI	1,439	2,072	1,439	2,072
4000S	40	351	40	351
4000CS Quattro	20	207	20	207
5000S	281	1,057	281	1,057
5000CS Turbo	89	175	89	175
5000CS Turbo Quattro	239	185	239	185
80	370	0	370	0
90	348	0	348	0
Coupe GT	52	97	52	97
BMW	4,596	5,013	4,596	5,013
318i	0	1	0	1
524 TD	0	5	0	5
325	2,711	3,470	2,711	3,470
528e	544	786	544	786
535i/535iS	321	376	321	376
6-Series	63	142	63	142
7-Series	782	231	782	231
M3	129	0	129	0
M5	25	1	25	1
M6	21	1	21	1
CHEVROLET	9,707	9,928	9,707	9,928
Spectrum	5,536	6,056	5,536	6,056
Sprint	4,171	3,872	4,171	3,872
CHRYSLER/MITSUBISHI	7,299	8,703	7,299	8,703
Colt	5,473	6,019	5,473	6,019
Conquest	549	648	549	648
Vista	1,277	2,036	1,277	2,036
DAIHATSU	1,023	0	1,023	0
EAGLE/RENAULT	2,655	0	2,655	0
Medallion	2,655	0	2,655	0
FORD Festiva	5,088	0	5,088	0
HONDA	22,461	20,482	22,461	20,482
Civic/CRX	10,650	9,734	10,650	9,734
Accord	7,122	6,705	7,122	6,705
Prelude	4,689	4,043	4,689	4,043
HYUNDAI	22,324	18,006	22,324	18,006
ISUZU	1,561	1,950	1,561	1,950
I-Mark	1,034	1,015	1,034	1,015
Impulse	527	935	527	935
JAGUAR	1,168	1,057	1,168	1,057
XJ6	907	820	907	820
XJS	261	237	261	237
MASERATI	50	60	50	60
MAZDA	17,995	11,043	17,995	11,043
323	7,653	3,972	7,653	3,972
626	4,835	4,558	4,835	4,558
MX-6	1,503	0	1,503	0
929	1,783	0	1,783	0
RX-7	2,221	2,513	2,221	2,513
MERCEDES BENZ	5,800	6,086	5,800	5,956
190	904	1,356	904	1,345
260E	454	255	454	249
300	1,629	1,667	1,629	1,632
300SDL Turbo	59	445	59	420
300SEL	532	0	532	0
420SEL	761	906	761	900
560SEL	524	460	524	457
560SL	757	844	757	820
560SEC	165	169	165	95
Tourist	24	38	24	38
MERKUR	729	410	729	410
XR4Ti	415	410	415	410
Scorpio	314	0	314	0

	Jan. 1988	Jan. 1987	1 Mo., 1988	1 Mo., 1987
MITSUBISHI	5,280	2,326	5,280	2,326
Starion	195	234	195	234
Cordia	451	180	451	180
Tredia	92	194	92	194
Mirage	904	728	904	728
Galant	910	710	910	710
Precis	2,257	0	2,257	0
Van/Wagon	381	280	381	280
NISSAN	27,801	35,967	27,801	35,967
Sentra	10,526	10,659	10,526	10,659
Pulsar	3,052	5,499	3,052	5,499
Stanza	4,880	5,343	4,880	5,343
Maxima	5,687	7,225	5,687	7,225
200SX	1,383	3,233	1,383	3,233
300ZX	2,124	3,804	2,124	3,804
Hawaii	175	234	175	234
PEUGEOT	353	920	353	908
PONTIAC LeMans	3,579	0	3,579	0
PORSCHE	1,137	1,854	1,137	1,854
924S	115	131	115	131
944	293	415	293	415
944S	40	216	40	216
944 Turbo	120	196	120	196
911 Coupe	237	294	237	294
911 Turbo	91	75	91	75
911 Cabriolet	121	155	121	155
928S	120	172	120	172
SAAB	2,719	3,680	2,719	3,681
900	525	786	525	786
900S	715	1,195	715	1,195
900 Turbo	573	645	573	645
9000S	280	0	280	0
9000 Turbo	589	1,012	589	1,012
Tourist	37	42	37	43
STERLING	951	0	951	0
SUBARU	9,957	8,734	9,957	8,734
Hatchback	633	717	633	717
3-Door	476	735	476	735
4-Door Sedan	1,380	2,061	1,380	2,061
XT	828	969	828	969
Station Wagon	4,133	3,910	4,133	3,910
Justy	2,507	322	2,507	322
TOYOTA	42,129	29,305	42,129	29,305
Corolla	11,106	5,159	11,106	5,159
Tercel	6,230	4,373	6,230	4,373
Celica	4,425	4,570	4,425	4,570
Supra	1,525	1,942	1,525	1,942
Camry	14,612	9,041	14,612	9,041
Cressida	919	1,491	919	1,491
Land Cruiser	551	328	551	328
Van	501	910	501	910
4Runner SR 5	1,498	102	1,498	102
MR2	761	1,050	761	1,050
Hawaii	0	336	0	336
VOLKSWAGEN	11,086	5,259	11,086	5,574
Cabriolet	704	678	704	678
Jetta	4,399	3,201	4,399	3,516
Vanagon	509	508	509	508
Quantum	255	427	255	427
Scirocco	256	256	256	256
Fox	4,963	0	4,963	0
VOLVO	8,699	12,919	8,699	12,919
240 Series	3,715	6,099	3,715	6,099
740 Series	3,914	5,028	3,914	5,028
760 Series	919	1,425	919	1,425
780	102	1	102	1
Tourist	19	66	19	66
YUGO	2,614	4,174	2,614	4,174
IMPORT TOTAL	229,457	196,838	229,457	196,838

Compiled by Ward's

Car output best of year at 134,314

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

United States automakers scheduled their highest weekly production so far this year.

Last week's estimated build of 134,314 cars was 5.46 percent more than the prior week's 127,356 but 23.71 percent below the year-ago week's 176,062.

So far this year, 737,560 units have been assembled, 25.29 percent below the 987,231 built last year at this point.

Last week's targeted auto output was shared as follows: General Motors, 43.85 percent; Ford Motor Co., 29.28 percent; Chrysler Motors, 16.64 percent; Honda of America Manufacturing Inc., 5.86 percent; New United Motor Manufacturing Inc., 2.42 percent; Nissan Motor Manufacturing Co. U.S.A., 1.00 percent; and Mazda Motor Manufacturing (U.S.A.) Corp., 0.95 percent.

Volkswagen of America's plant in Westmoreland, Pa., was idle last week because of a parts shortage. Westmoreland is also down this week for inventory adjustment.

Last week's estimated truck production of 81,994 dipped slightly (0.08 percent) from the previous week's 82,057 but rose 0.55 percent from the year-ago week's 81,544.

Year-to-date, 495,443 units have been built, 7.13 percent more than the 462,463 completed last year at this time.

Chrysler's Newark, Del., plant is idle this week for inventory adjustment. The plant is expected to resume output Feb. 29.

Nissan announced it will scale back production and change the mix at its Smyrna, Tenn., plant, which assembles Sentra and light trucks, beginning next month.

Currently, Nissan is building about 5,600 Sentras per month and approximately 13,000 trucks per month. Next month, that will be changed to about 10,000 Sentras per month and 7,000 light trucks. A spokesman said the change reflects current demand and will be effective through September.

All Ford plants are slated for daily overtime this week except the Edison, N.J., and Wayne, Mich., facilities.

14-month high for Canada cars

Last week's scheduled Canadian auto production of 24,130 was the highest since the week ended Dec. 20, 1986, when 24,896 cars were built.

Estimated car output last week was 5.84 percent more than the previous week's 22,799 and 11.61 percent more than the year-ago week's 21,619.

So far this year, 134,171 cars have been assembled, 15.63 percent more than the 116,039 completed last year at this point.

Truckmakers scheduled 19,241 units to be built last week, 7.30 percent more than the prior week's 17,932 and 14.58 percent more than the year-ago week's 16,792.

Year-to-date, 110,871 trucks have been built, 15.06 percent more than the 96,363 assembled last year at this time.

U.S. CAR	Week Ended Feb. 13, 1988	Week Ended Feb. 14, 1987	Week Ended Feb. 8, 1988	Feb. to Date	Jan. 1 to Feb. 13, 1988	Jan. 1 to Feb. 14, 1987
Alliance	0	800	0	0	0	4,576
Total Eagle	0	800	0	0	0	4,576
Horizon	1,900	3,482	1,686	3,586	9,940	22,374
Sundance	2,100	2,120	2,368	4,488	12,816	13,138
Reliant	2,900	2,736	2,737	5,637	10,248	15,901
Caravelle	450	1,575	534	984	2,352	6,897
Gran Fury	300	0	244	544	1,388	0
Total Plymouth	7,650	9,913	7,569	15,219	36,750	58,311
LeBaron K	450	1,843	471	921	1,596	10,285
LeBaron J	900	2,034	0	900	380	8,621
LeBaron GTS	100	875	145	245	915	4,568
N. Yorker E-Class	0	1,945	0	0	0	9,792
N. Yorker C-Class	2,200	0	2,158	4,358	10,841	0
Fifth Avenue	1,000	0	1,192	2,192	7,340	0
Total Chrysler	4,650	6,697	3,966	8,616	21,401	33,246
Omni	1,900	3,004	1,638	3,538	9,653	19,472
Daytona	600	1,028	0	600	600	4,332
Shadow	2,300	1,950	2,092	4,392	12,935	12,014
Aries	1,750	2,313	1,675	3,425	8,032	14,883
Dodge 600	500	1,080	449	949	2,011	6,412
Dynasty	2,300	0	2,169	4,469	11,443	0
Lancer	250	490	270	520	1,426	3,584
Diplomat	450	0	344	794	2,103	0
Total Dodge	10,050	9,865	8,627	18,677	46,205	80,697
CHRYSLER MOTORS	22,350	27,275	20,162	42,512	106,356	156,832
Escort	8,672	7,821	8,846	17,518	53,696	45,077
Mustang	4,634	4,526	4,538	9,172	27,430	28,015
Tempo	3,960	4,210	3,760	7,720	24,929	24,602
Taurus	7,850	10,469	7,879	15,729	47,885	61,240
Thunderbird	3,474	3,136	3,461	6,935	19,516	16,584
Total Ford Div.	28,590	30,162	28,484	57,074	173,456	175,518
Lynx	0	1,557	0	0	0	8,030
Topaz	1,547	1,316	1,713	3,260	9,645	8,047
Cougar	2,293	4,716	2,309	4,602	15,101	24,771
Sable	2,722	3,236	2,746	5,468	13,630	18,570
Total Mercury	6,562	10,827	6,768	13,330	38,376	59,418
Continental	839	326	954	1,793	4,771	2,230
Mark VII	554	467	646	1,200	3,461	3,333
Lincoln	2,788	2,430	3,201	5,989	18,481	16,685
Total Lincoln	4,181	3,243	4,801	8,982	26,733	22,248
Total L-M Division	10,743	14,070	11,569	22,312	65,109	81,666
FORD MOTOR CO.	39,333	44,232	40,053	79,386	238,565	257,184
Skyhawk	605	1,627	0	605	3,723	6,533
Skylark/Somerset	315	1,705	294	609	3,583	12,532
Century	1,320	4,371	1,448	2,768	5,539	25,416
Regal (rwd)	0	1,006	0	0	0	6,017
Riviera	247	373	213	460	646	3,914
Electra	1,258	2,545	1,255	2,513	8,482	12,997
LeSabre (fwd)	2,400	2,590	2,400	4,800	14,255	12,587
LeSabre (rwd)	60	456	118	178	580	3,530
Reatta	200	0	76	276	378	0
Total Buick	6,405	14,673	5,804	12,209	37,296	83,526
Cimmaron	296	448	294	590	1,725	2,832
Eldorado	804	335	745	1,549	2,166	2,366
Seville	596	358	535	1,131	1,582	5,151
Brougham (rwd)	0	1,706	0	0	0	10,121
Deville (fwd)	4,000	3,877	3,903	7,903	22,746	21,712
Allante	60	55	50	110	140	264
Total Cadillac	5,756	6,779	5,527	11,283	28,369	42,446
Cavalier	3,864	8,190	3,878	7,742	34,423	44,280
Camaro	1,195	2,889	0	1,195	5,022	11,485
Celebrity	4,635	8,285	3,957	8,592	15,127	49,116
Corsica/Beretta	7,085	5,467	7,892	15,567	40,032	31,263
Monte Carlo	0	1,537	0	0	0	7,020
Caprice	4,527	5,589	4,515	9,042	26,239	23,841
Corvette	440	650	451	891	2,501	3,875
Total Chevrolet	22,356	32,607	20,693	43,049	123,343	170,880
Calais	2,085	3,087	2,110	4,195	12,491	16,289
Firenza	580	882	0	500	2,088	3,308
Cutlass Ciera	0	4,884	0	0	0	25,535
Cutlass Supreme*	1,847	1,317	1,847	3,694	9,966	2,092
Toronado	493	285	461	954	1,281	2,833
88 (fwd)	3,205	4,798	3,207	6,412	19,882	27,841
88 (rwd)	320	374	239	559	1,812	2,563
Olds 98	1,822	2,115	1,808	3,630	10,237	10,674
Total Oldsmobile	10,272	17,672	9,671	19,943	57,759	92,125
Sunbird	2,527	2,649	2,329	4,856	13,368	13,889
Grand Am	4,800	6,214	4,838	9,638	28,880	32,556
Firebird	825	2,556	0	825	4,830	9,763
Grand Prix*	1,823	0	1,823	3,646	3,646	0
Pontiac 6000	1,580	1,624	253	1,843	1,929	10,119
Bonneville	1,975	3,185	1,983	3,958	11,662	19,099
Safari/Parisienne	170	418	191	361	709	1,541
Fiero	400	726	283	683	683	3,516
Total Pontiac	14,110	17,372	11,700	25,810	65,707	90,505
GENERAL MOTORS	58,890	80,103	53,395	112,294	312,474	479,482
HONDA	7,865	6,518	7,106	14,971	42,562	41,848
Civic	1,650	2,595	1,675	3,325	9,997	17,927
Accord	6,216	3,923	5,431	11,646	32,565	23,921
MAZDA	1,277	0	1,149	2,426	5,478	0
NISSAN	1,340	2,684	1,349	2,689	8,041	17,531
NUMMI	3,250	4,057	2,264	5,514	18,302	24,423
Corolla	1,200	808	171	1,371	6,081	4,982
Nova	2,050	3,248	2,093	4,143	12,221	19,441
VOLKSWAGEN	0	2,013	1,878	1,878	5,782	9,931
Golf/GTI	0	1,763	1,078	1,078	3,982	8,681
Jetta	0	250	800	800	1,800	1,250
Total Cars, U.S.	134,314	176,062	127,356	261,670	737,560	987,231
Total Cars, Canada	24,130	21,619	22,799	46,929	134,171	116,039
U.S., Canada Cars	158,444	197,681	150,155	308,599	871,731	1,103,270
U.S., Canada Cars and Trucks	259,679	298,017	250,144	509,823	1,478,045	1,692,096

Monthly estimates may contain error of one or two units due to rounding.

CANADIAN CAR	Week Ended Feb. 13, 1988	Week Ended Feb. 14, 1987	Week Ended Feb. 6, 1988	Feb. to Date	Jan. 1 to Feb. 13, 1988	Jan. 1 to Feb. 14, 1987
Eagle	0	—	0	0	0	—
Premier	1,680	—	1,852	3,302	9,536	—
CHRYSLER MOTORS	1,680	154	1,852	3,302	9,536	906
Escort	0	—	0	0	0	—
Lynx	0	—	0	0	0	—
Tempo	4,037	—	3,983	8,020	24,943	—
Topaz	1,733	—	1,476	3,199	9,479	—
Crown Victoria	2,989	—	2,862	5,761	16,989	—
Grand Marquis	2,861	—	2,866	5,727	16,244	—
FORD MOTOR CO.	11,520	11,405	11,197	22,717	67,655	66,653
Celebrity	335	—	389	724	2,751	—
Cutlass Ciera	4,965	—	4,851	9,816	24,082	—
Cutlass Supreme	0	—	0	0	0	—
Grand Prix	0	—	0	0	0	—
Pontiac 6000	870	—	867	1,737	6,536	—
Regal	4,000	—	3,122	7,122	19,402	—
GENERAL MOTORS	10,160	9,706	9,229	19,389	52,750	46,430
HONDA	700	129	626	1,326	3,613	655
VOLVO	100	225	95	195	615	1,395
Total Cars, Canada	24,130	21,619	22,799	46,929	134,171	116,039

U.S. TRUCK☆	Week Ended Feb. 13, 1988	Week Ended Feb. 14, 1987	Week Ended Feb. 6, 1988	Feb. to Date	Jan. 1 to Feb. 13, 1988	Jan. 1 to Feb. 14, 1987
Caravan	2,200	—	1,783	3,983	11,638	—
Dakota	0	—	0	0	12,622	—
Mini-Ram Van	350	—	283	633	1,830	—
Pickups	0	—	0	0	6,299	—
Total Dodge	2,550	5,382	2,066	4,616	32,389	28,162
Cherokee	3,800	—	3,812	7,612	22,156	—
Comanche	1,000	—	1,056	2,056	6,049	—
Grand Wagoneer	400	—	350	750	1,794	—
Pickups	0	—	0	0	0	—
Wagoneer	250	—	285	535	1,712	—
Total Jeep	5,450	4,843	5,503	10,953	31,711	26,890
Voyager	2,000	—	1,611	3,611	10,585	—
Total Plymouth	2,000	—	1,611	3,611	10,585	—
CHRYSLER MOTORS	10,000	9,905	9,180	19,180	74,685	55,052
Aerostar	4,421	—	5,097	9,518	27,405	—
Bronco	1,290	—	1,249	2,539	7,582	—
Bronco II	3,032	—	2,960	5,992	18,640	—
Econoline	5,118	—	4,984	10,102	30,332	—
Heavy trucks	1,321	—	1,324	2,645	7,952	—
Light trucks	10,390	—	10,403	20,793	59,112	—
Ranger	7,368	—	7,476	14,844	43,768	—
Total Ford Div.	32,940	33,077	33,493	66,433	194,791	194,692
FORD MOTOR CO.	32,940	33,077	33,493	66,433	194,791	194,692
Astro	3,195	—	3,616	6,811	20,622	—
Blazer	535	—	530	1,065	3,293	—
Mediums/Heavies	324	—	232	556	2,119	—
P-Model	900	—	910	1,810	5,754	—
Pickups	6,215	—	6,576	12,791	36,233	—
S-10	5,608	—	5,200	10,808	30,969	—
S-10 Blazer	3,340	—	3,533	6,873	16,211	—
Sportsvan/Van	1,428	—	1,328	2,756	7,866	—
Suburban	1,455	—	1,508	2,963	8,557	—
Total Chevrolet	23,000	24,896	23,433	46,433	131,624	133,920
Jimmy	160	—	170	330	1,074	—
Mediums/Heavies	1,014	—	1,014	2,028	5,493	—
P-Model	120	—	102	222	438	—
Pickups	2,245	—	1,838	4,083	12,536	—
S-15	1,478	—	1,832	3,310	8,791	—
S-15 Jimmy	980	—	705	1,585	3,461	—
Safari	800	—	908	1,708	5,290	—
Suburban	625	—	583	1,208	4,586	—
Vandura/Rally Vans	952	—	1,020	1,972	5,937	—
Total GMC	8,254	7,942	8,172	16,426	47,629	45,427
GENERAL MOTORS	31,254	32,840	31,805	62,859	179,253	179,347
NAVISTAR	1,800	1,613	1,794	3,594	10,777	9,083
NISSAN	3,250	1,759	3,235	6,485	19,437	10,179
AM GENERAL	450	50	450	900	2,700	300
MISCELLANEOUS	2,300	2,300	2,300	4,600	13,800	13,800
Total Trucks, U.S.	81,994	81,544	82,057	164,051	495,443	462,463

CANADIAN TRUCK	Week Ended Feb. 13, 1988	Week Ended Feb. 14, 1987	Week Ended Feb. 6, 1988	Feb. to Date	Jan. 1 to Feb. 13, 1988	Jan. 1 to Feb. 14, 1987
Caravan	3,036	—	2,985	6,021	18,153	—
Mini-Ram Van	234	—	219	453	1,355	—
Ram Wagon	590	—	0	590	2,256	—
Ram Van	1,300	—	0	1,300	5,461	—
Total Dodge	5,160	9,279	3,204	8,364	27,225	52,896
Voyager	2,874	—	2,804	5,678	17,015	—
Total Plymouth	2,874	—	2,804	5,678	17,015	—
Wrangler	1,018	—	1,044	2,062	5,775	—
Total Jeep	1,018	606	1,844	2,062	5,775	3,735
CHRYSLER MOTORS	9,052	9,914	7,052	16,104	50,015	56,631
FORD MTR (lt. trks)	3,648	3,404	3,625	7,273	21,569	19,761
Light trucks	2,315	—	3,721	7,036	19,210	—
Vans	1,375	—	1,237	2,612	7,500	—
Total Chevrolet	4,690	—	4,958	9,648	26,710	—
Light trucks	1,051	—	1,305	2,436	7,725	—
Vans	575	—	686	1,261	3,500	—
Total GMC	1,626	—	2,071	3,697	11,225	—
GENERAL MOTORS	6,316	9,280	7,029	13,345	37,935	18,775
NAVISTAR	225	194	226	451	1,352	1,198
Total Trks., Canada	19,241	16,792	17,932	37,173	110,871	96,363
U.S., Canada Trks.	101,235	98,336	99,989	201,224	606,314	558,826

— Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-contract vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.